

"The Books Without An If?"  
How to  
Conquer Fear

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F. W. Sears, M.P.







**Sears Philosophy**  
as taught in  
**“The Books Without an If”**

# **How to Conquer Fear**

by  
**F. W. Sears**

AUTHOR OF

“How to Attract Success,” “How to Give Treatments,” “Every-day Experiences,” “Concentration—Its Mentology and Psychology,” “Was Jesus God or Man?” “The Law of Cause and Effect,” “The Resurrection of the Body,” “The Risen Self,” “Our Judgment Days,” “What Creates Environment?” “What is God?” “Sears Psychology Lessons,” Vols. I and II, “How We Create Ourselves,” “The Unpardonable Sin,” “The Secret of Healing,” “The Law of Abundance,” “Death! Then What,” etc., etc.



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## PREFACE

*Energy* is universal.

Energy is *monistic* in power but *dualistic* in manifestation.

All science, all philosophy and all religion start from and are founded upon the same fundamental basis, i.e., the *manifestation* of Energy and they are all therefore *dualistic*.

Their differences lie solely in the interpretation of this fundamental in its relationship to life.

Science attempts to explain the *manifestation* of Energy from the purely physical and mental viewpoints.

Religion devotes itself to interpreting it from the soul and spiritual side, ac-

counting for all phenomena as being of supernatural origin.

Philosophy speculates and does not know and in order to be on the safe side goes "fifty-fifty" on each.

Sears Philosophy is based solely on the *Energy which lies back of all manifestation* rather than upon the *manifestation* itself and is therefore truly *monistic*.

And therein lies its first basic difference to all science, all philosophy and all religion which the world knows to-day.

Sears Philosophy is a scientific, philosophical and religious teaching which is the only purely monistic teaching before the world to-day.

Just as the development of man's intellect brought with it an ability to make finer use of the physical laws than

was possible before, so does Sears Philosophy teach how to make a still greater and finer use of these same physical laws through the development of yet finer faculties than the physical and mental.

All this is accomplished not by destroying nor annihilating any of the physical laws nor their manifestations, but by *rising above* their effects just as the sap in the spring-time rises above the effects of the Law of Gravitation without destroying that law.

Sears Philosophy teaches that everything, without any exception, is the result of natural and Universal Law; that there is no such thing as accident, chance, luck in the scheme of life.

That it is man's business here on earth to learn these Universal Laws and apply them to the living out of his daily life

so that he may eliminate these effects of his ignorant use of the Universal Laws which he has called accident, chance, luck, and consciously, intelligently and *on purpose* set the causes in motion which will bring him the results he desires.

This book is one of several written by the Author and which teach the application of these Universal Laws to Energy.

Sears Philosophy should not be confused with Christian Science, Mental Science, New Thought, etc., because some of the methods used are similar.

The methods the white man uses in breathing are exactly like those of the black man but that does not make the white man black nor the black man white.

The difference in anything is never simply in the methods but in the basic

principles underlying methods and in the consciousness back of their application.

The Author has no criticisms to make of the organizations mentioned nor of any science, philosophy or religion, nor of the methods of any of them.

They are *all good* and useful in the universal plan or they would cease to exist.

In this connection the Author would call especial attention to the fact that the language man uses to-day has been built up for the purpose of teaching and describing a science, a philosophy, and a religion in which the word "*limited*" (the manifestations of Energy) symbolizes its fundamental basis.

It is therefore difficult to find words in such a language which will adequately

convey to the mind of the student the teachings and description of a science, a philosophy, and a religion, like that of the Sears Philosophy, in which the word “*unlimited*” (the Energy back of all manifestation) stands as its fundamental basis.

The human mind being limited by the vehicle through which it manifests finds it difficult to conceive of anything “*unlimited*” or without some limitations.

It therefore becomes necessary for the student to open up his human mind and permit his soul and spiritual consciousness to give him the *biggest* interpretation for each word that he can possibly conceive and even then he will only begin to understand what an “*unlimited*” foundation for his science, his philosophy, and his religion really means.

Not until the student begins to unfold this greater, this *unlimited* consciousness, will he begin to understand his own great place and power in the Universal plan and so begin to use this power consciously, intelligently and constructively.

Sears Philosophy is *not* a personal possession owned exclusively by the Author and to be doled out “at so much per.”

It is no more his personal property because it bears his name than is this paper the personal property of a “Mr. White” because it is called by that name.

The Sears Philosophy is *too big* to be limited by any one or any number of personalities.

It belongs to every soul in just the degree and to whatever extent such soul may lay hold of and claim it.

The Author does not claim that Sears Philosophy is better than the science, philosophy and religion the world knows to-day, neither does he claim that it is worse. *His only claim is that it is different.*

Use it as you would your arm, your brain, or anything else you might wish to develop and it will pay you dividends in courage, strength, health, wealth, joy, happiness, love, peace, harmony, success, which will far outdistance your wildest dreams.

Simply read this book and then lay it aside and forget it or fail to use its lessons and it will be of no more value to you than your arm would be did you carry it around in a sling and never use it.

The Author therefore sends this book out into the world *knowing* that those

who *really want it will find it*, and that should it fall into the hands of any who do not want it there is nothing in the world which compels such to keep it.

THE AUTHOR.



# “How to Conquer Fear”

By F. W. SEARS

## CHAPTER I

IN a world where there is nothing to fear but fear, fear has become a habit with all life.

From the precious gold and the sparkling diamond which hide themselves deeply within old Mother Earth's bosom for fear man will discover them and disturb their peace and quietness, to the most powerful men of the business and financial world and the Kings and rulers of great nations who fear the human death which will rob them of their earthly

power, fear of some kind and in some degree is a dominating factor.

The lowest form of animal life will run, hide, or fight according to its degree of fear.

And man, the highest developed and most intelligent form of animal life, will also run, hide or fight according to the degree of his fear.

Every material substance, animate or inanimate, has stamped upon its cell consciousness the dreaded image of fear in some form.

Every atom of man's body, all of which have evolved through the mineral, the vegetable, the animal, and into the kingdom of man, is stamped with this fear consciousness in some degree.

It is no wonder then that it is *natural* for man to fear some one or some thing.

Why has this fear become so deeply imbedded in man's consciousness and become such a dominating part of him?

It is because man has developed a dualistic thought world or consciousness instead of a monistic one.

It is because man has mistaken, and still continues to mistake, the *two manifestations* of the one great universal Energy (Positive and Negative, or "good" and "evil" as he calls them) for the Energy itself.

It is because man has eaten, and still continues to eat, of the "tree of the knowledge of good and evil," instead of eating only of the "tree of understanding whose fruit is that of 'all is good'" as he did in the beginning.

It is on this basis of the *duality in manifestation*, rather than upon the one-

ness of the universal Energy back of all manifestation, that man has founded his science, his philosophy and his religion.

The foundation having been built on sand, that is,—duality of power, God and Devil, good and evil—it is no wonder the structure reared thereon has always been weak, wobbly, unsatisfying and impotent in time of need.

Man's science has dealt only with the *manifestations*—the material things created; with something the physical senses could discern—while the Energy back of all these things created still remains an unknown quantity to it.

Man's philosophy has speculated upon and about this Energy but has always been too afraid to boldly declare itself. It does not *know*.

Man's religion, through its creed and

dogma, has attempted to define, limit and encompass this Energy through creating a personality of some kind such as the personal God and the personal Saviour Jesus which the Christian world has built for itself.

As neither science, philosophy nor religion has ever grown *big* enough to even begin to understand this universal Energy, they have all done what ignorant and undeveloped life everywhere always does under similar conditions, feared it.

In referring to "ignorant" life, it is not the intellectual ignorance which is meant but rather the soul ignorance; those who are ignorant of the application of the Universal Law of Harmony.

## CHAPTER II

FEAR has been engrafted on and instilled in man since the beginning of the human race.

Primitive man feared the elements, the wind, the rain, the thunder, the lightning, the darkness, wild animals, etc.

As man evolved he gradually developed his mental and intellectual faculties and through the finer use he made of the physical laws by these new faculties he was enabled to subdue and overcome the enemies of his primitive days.

Through the continued development of his mentality and the finer use he made by it of the physical laws he was able to build houses to protect him from

the winds, rain, storms, wild animals; clothing to cover and protect his body, and lights with which to dispel the darkness and turn night into day.

The development of these faculties and the mastering of the *objects* of his primitive fear did *not* change his fear consciousness any but only changed the *object* of his fear, such change being made by the same methods through which his fear was originally created.

His fear originally having been based solely on the *manifestations* of Energy, such as wind, rain, thunder, lightning, darkness, wild animals, etc., his salvation from the objects of his fear was also based solely on the *manifestations* of Energy such as houses to protect him, clothing to cover him, light to enable him to see in the darkness, etc.

As the result of the finer use man made of the physical laws by his mentality, the only thing changed was the *object* of man's fear; *the fear consciousness itself*, the thought habit of fear, *remained unchanged*.

The truth of this is evident wherever we go.

The Churches preach and designate the *objects* which man should fear and those of which he should not be afraid.

The newspapers, editorially, teach their readers the same things; the *objects* they should fear and those they should not fear.

The subway guards tell us to "Watch our step;" the bulletin boards tell us to "Watch our food;" the manufacturers of the country, in the page advertisements they have recently been inserting in the

daily papers, tell us to watch everything or we may get hurt; the scientists tell us to watch for germs, that our drinking water is full of little live animals which will "get us unless we watch out."

When we look at the words of caution which confront us on every side one would almost be inclined to believe that "fear" had been adopted as a National motto and placed high up in the heavens where all could see and worship it.

All our science, our philosophy and our religion everywhere have seemed to delight in seeing which could teach man to fear the most and make of him the greatest coward.

It is true they have taught him to change the *object* of his fear but they have always taken good care that he lost none of his fear consciousness.

It is strange that man with all of his mental development and the time and money he has spent in perfecting himself physically and mentally should have been so blinded in his soul and spiritual states of consciousness as he has continued to be for all of these centuries that he cannot see the truth of how he has continued to develop, cultivate and grow his fear consciousness and will continue to do this as long as he *only changes the object of his fear.*

The man Jesus said: "Be not afraid of them that kill the body. Fear him which after he hath killed hast power to cast into hell."

In other words, the only person or thing man has need to fear is himself for he is the only one who can cast him into hell.

Fear fear and then refuse to fear fear. As long as man lives in the consciousness of its being necessary to conquer the *object* of his fear, just so long will he continue to have new objects to fear, for as fast as he conquers one others take its place in constantly increasing numbers.

To-day science works twenty-four hours each day in devising ways and means to master an ever increasing number of germs and other menaces to human life which are new to man, and of which he has been totally oblivious in all the ages past and gone, but the more that are mastered the more are there to be found.

We always find that for which we look, especially when we fear it, as the following incident shows:

On one occasion I was going across a barren field in the country with a friend when he asked whether there were any snakes around. I had never seen any in the many times I had crossed that field and told him so, when all of a sudden he let out a yell and made a big jump, and in looking in the direction towards which he pointed (he was too scared to speak) I saw a big rattle-snake that had evidently crawled there for the special benefit of my friend, for I had never seen one before and never saw another one in the hundreds of times I have gone over that field both before and after this incident.

## CHAPTER III

IN the scientific world we find one class of inventors vying with each other in the manufacture of engines of destruction while others are at work devising new methods with which to counteract their effects.

In the philosophical world philosophers are philosophizing and in the religious world the religionists are exhorting and Billy Sundayizing but all to no avail.

Fear still runs rampant throughout the world simply because the world's science, its philosophy and its religion are founded on the wrong basis—dualism instead of monism—the *manifestation* or *materialized effects of Energy* instead of upon the Energy itself.

As long as man continues to live in his old dualistic consciousness, that is "to eat of the tree of the knowledge of good and evil" in which state of consciousness he sees only the *dualistic manifestation* of Energy and so shuts himself away from the "all is good" consciousness wherein he sees back of the *manifestation* and relates with the Energy itself; as long as he continues to support, advocate and believe in a science, a philosophy and a religion which is based on the *dual manifestation* of Energy, just so long will he continue to cultivate and grow a consciousness of fear and thus continue to relate with the *manifestations* or things which make for fear including a personal God and Devil.

For there is a personal God who conducts a symphony concert up above for all those who want it.

And there is a Red Devil who runs the fiery furnace down below for all those who need it, and who has no fear of ever running short of fuel or being closed down by the Fuel Commissioner.

Any person can obtain a through ticket at cut rate prices to either place any time he wants to go.

All he has to do is to apply to any religionist he may meet who will ticket him to heaven or hell on the fast express according to whether he agrees or disagrees with the said religionist.

But who wants to go to either the orthodox heaven or hell when there are so many other really pleasant places in which to live or visit?

When man first lived in the Garden of Eden it was a Paradise to him because he only ate of the "tree of under-

standing which bore the fruit of 'all is good.' ”

Then one day he “ate of the tree of the knowledge of good and evil” and “became wise as gods.”

What was the result of his becoming “wise as gods”?

As long as man had “understanding” his Garden of Eden remained a Paradise but the moment he “became wise as gods” he lost his Garden of Eden, his “wisdom” drove him away from his Paradise and out into the world of misery, sorrow, and lack of all kinds, and there he has remained most of the time ever since.

Which do you prefer? *Understanding* with its Garden of Eden and its Paradise, or to “become wise as gods” and lose both the Garden of Eden and its Para-

dise by continuing to live in the consciousness of evil, sorrow, misery, fear, and lack?

Each soul can make its own choice, and each soul has made its own choice, and will continue to make its own choice each day, hour, minute and second of time all down the ages yet to come.

Last Spring New York City had three months of Billy Sunday's *fear* preaching and fear producing consciousness, and what has been the result?

The most intense hot wave last Summer with ice at high prices, and the coldest weather this Winter with coal difficult to obtain at any price, that New York City has ever experienced.

What has Billy Sunday got to do with the weather, you ask?

Nothing personally, but it is the con-

sciousness of fear which Billy Sunday preaches and which is instilled into the cell consciousness of man which relates mankind with and causes him to be affected by the inharmonies of the weather and the sufferings he entails from excessive heat or cold spells.

No one questions Billy Sunday's motives nor the seeming necessity of preaching fear but when one passes from the "wise" state of consciousness to that of "understanding," he sees the greater truth which is to live in and develop the consciousness of that courage which will take him back into his Garden of Eden and its Paradise instead of continuing to develop the fear consciousness which drove him away from it originally and keeps him from returning to it.

## CHAPTER IV

THE mental and soul courage to turn its fear into faith and then into *knowing* is something which the world needs to develop.

Some time ago one of our great daily papers sent out letters to the ministers of the City asking whether they were able to preach their own convictions without fear of being called to account for it. They promised to publish the replies but hold secret the identity of any one who might wish it.

Letters were printed from six ministers who claimed freedom to preach according to their own convictions and then the inquiry was suddenly dropped.

The hundreds of replies from those who were afraid to preach what they really believed were never published. Why?

How can a Nation or a people be moral when the preachers of its religion are so immoral they are afraid to preach their own convictions but are compelled to preach that which they neither believe nor practice or else lose their jobs?

My human sympathy goes out to the preacher who has been trained for the ministry and is incapable of earning a living in any other manner and who thinks he has to sacrifice his self-respect and morality in order to keep himself and family from starving.

Fear is his devil and it will keep him in the toils as long as he continues to worship it.

The bible has been a handy book

which man has interpreted so as to inspire fear for the authority he has exercised to make others his slaves.

For centuries man has used it, and the fear inspired by his interpretation of it, as a lash with which to correct the prevailing evils he has created with his fear consciousness.

But when man learns to interpret it with the deeper consciousness which his growing "understanding" gives to him, fear is banished from his consciousness and a strength and courage never before known takes its place.

But the preachers are not the only ones who are in the toils of the fear devil.

The shut down of all the manufacturing establishments here in the East for the five fuelless days, and the closing of

all lines of business for the ten fuelless Mondays are the result of fear.

The damage such shut-down caused in the life of each person will depend on how deeply the inharmonies of the fear consciousness have sunk in.

Whether we agree with the President and Fuel Commissioner or not as to the wisdom of their action, the attitude taken by Henry Ford, according to the newspaper reports, will cause him to suffer less loss than would have been the case had he resented and resisted the order in his consciousness, his thought world.

When we are filled with a fear consciousness we are magnetized by such thoughts and attract to us the very things we fear. But once the habit of analysis is adopted and the consciousness of "understanding" has begun to

develop, the fear consciousness begins to leave us.

What enables the man who is down and out to get up again and take his place in the world of affairs?

Courage.

What enables the woman who has lost her all to again gather up the tangled threads of life and regain her place and standing in society?

Courage.

What enables hearts which have been broken with their loads of sorrow, misery, pain and suffering to gather the scattered fragments and face the dawn of a new day with a smile?

Courage.

What stays the would-be suicide's hand and nerves him to face the difficult problems of life which confront him and

which are even more to be dreaded than death itself?

Courage.

What enables our boys to "go over the top" and charge the enemy trenches in the face of a murderous rain of shot and shell in which it seems impossible for anything to live?

Courage.

The moral courage which is instilled in their consciousness by the thought that they are not only fighting for their country, their home, and their loved ones but also for the freedom of all mankind.

This consciousness exhilarates and lifts them into currents where there is neither physical nor mental fear and "over the top" they go.

"Morale" is what the world calls it, and the soldier like the civilian creates

it for himself in his own consciousness by the thoughts he thinks.

In our every-day life and in the problems we meet there we can always dig up the good and "go over the top" of any obstruction, no matter how insurmountable it may seem, and capture the enemy fear has brought to us.

## CHAPTER V

WE should learn to look upon every fear, every disappointment, as only a new opportunity given us to master our ignorant and destructive creations of the past.

We should always *know* that when one door closes against us that there is another one, larger and better than the one just closed, which is ready and waiting to open for us will we only turn the key of courage instead of the key of fear in its lock.

We should always remember that *fear* is but another name for excess mental baggage.

Why pay the extra charges on it which

carrying it along with us on our journey through life entails?

A man who was conducting a business which gave him a profit of from \$150,000 to \$250,000 a year came to me several years ago. In the course of the interview he stated that he watched his competitors closely and hammered them everlasting for he did not intend to permit them to get any business whatever that he could possibly take away from them.

I told him that would he take the time and energy he used in going after his competitors and turn it all into the up-building of his own business, forgetting that such a thing as a "competitor" existed, that he would build up a business greater, better, more pleasant and profitable by far than the one he had

already created. But that did he continue giving his "competitors" the attention he had been giving to them, that it would not be very many years before he too would be out of business.

He had "eaten of the tree of the knowledge of good and evil" and had "become wise like the gods" and did not believe what I said and so continued to fear his competitors and also continued his work of driving them out of business, and in less than five years after the interview he was in the hands of a receiver.

When I announced that our Sunday Lectures would be discontinued for four weeks during the holiday season some of my friends asked was I not afraid our audience would leave us and get to going somewhere else during the interval?

I replied that I would be glad to have them go elsewhere for did they find something that suited them better than my lectures then that was the place for them and I had no desire to keep anyone out of his proper place. That I only wanted such people to come and support our Sunday Lectures as wanted what we had to give.

There are a thousand other places in New York City where one can go on Sunday morning and hear a lecture or sermon, but there is only one place in the whole wide world where one can go and hear me.

He may hear something elsewhere which will suit him better, or perhaps may not suit him quite so well, but he cannot hear me unless he comes to where I am, and it is therefore impossible for

me to have any competition for there is only one me.

And what I say about myself is also true about you and every other "you" in the world, no matter what the work may be in which you are engaged.

*You* can make this "me" in you as valuable or as worthless as you may wish, that is for you to determine.

Should you be engaged in the grocery business and there be another store right next door to you which handles exactly the same goods, made by the same manufacturer as are those which you handle, the same thing is still true and you will only have such competition as you fear and create for yourself in your own consciousness.

Your customers may be able to get exactly the same kind and brand of goods

next door but *they cannot get what you have to sell unless they come to you*, and it depends on *you* and how much of the fear consciousness you retain or eliminate whether they come to you to buy or go next door.

*You can build a consciousness of harmony and courage so strong, so powerful, and so attractive that people will go blocks, yes even miles, out of their way to do business with you and buy the same goods exactly that they could get next door to their own home or place of business. (I have people who have been coming from 15 to over 50 miles every Sunday for several years just to hear my lectures. Have students come from all parts of the world to take my personal course of instruction.)*

*Or you can build a consciousness so*

full of fear and inharmony that it will drive people away from you.

The only competition which man ever has in any line of work or business is that which he consciously or unconsciously builds for himself with his fear and other negative, destructive thoughts.

The following is an extract from a letter written by a man who had lost every cent he had in the world and who did not know which way to turn less than a year before it was written.

This man came to me in his hour of trouble. "He was a stranger and I took him in" and taught him the Sears Philosophy.

He writes: "We have the most beautiful and best equipped drug store in Ohio and have done a successful business from

the very beginning. People like to come into our store; they like to deal with us and go out of their way to tell us so. They want this store to be a success. I heard one lady say she 'just loved to come into this store.' 'I come in here to get inspiration,' she said. (Just imagine going into the old style drug store for inspiration.) I have more friends than ever before. Am in better health than ever. Have nothing to worry about. My mind is clear and active. I sleep well, enjoy my food and am beginning to grow hair on the top of my head. Can you beat it? When I came back from New York my friends said, 'poor old Bill; he went to New York and lost all his money.' But now they say, 'Gosh! Isn't he lucky!' Of course *I know and you know* my case is not a matter of luck,

chance or accident, but simply the natural result of following your teachings as best I could. No mystery about it whatever."

## CHAPTER VI

IN addition to all these other “fears” we have the fear which is instilled in man’s consciousness by society’s conventionalities.

Social conventionalities are simply the *camouflage* with which man covers the immoralities of his fear consciousness.

It is only the “imitation good” who are in any way affected by or fear the conventionalities of life.

The man who is honest and who would not steal under any circumstances is not in any way affected by the most stringent law against stealing which may be enacted.

And so with the man who has a *really moral consciousness*, one which is devoid

of fear, he too is not afraid of the conventionalities of society for they in no way affect him.

The morality which is founded on fear is of but little value for it depends wholly on *reputation* to sustain it.

But the morality which is founded on *character* is of the greatest value for it would far rather lose its *reputation* than to sacrifice its *character* and the principles on which its character is based.

The man who “eats of the tree of the knowledge of good and evil” and “becomes wise as gods” *bases his morality on reputation*, but the man who “eats of the tree of understanding whose fruit is ‘all is good,’” *bases his morality on character*.

He *knows* that “reputation” is only external and easy to change or get

away from and at the most it is left behind when he passes on.

But *character*, that is something one can never get away from. It is internal and we carry it with us not only in this life but through all the eons of time yet to come and in all the other lives we may live.

Character is always with us, asleep or awake, dead or alive. We cannot hide from it; we cannot run away from it; we cannot leave it behind us but must take it along with us wherever we go; it is with us morning, noon, and night; in sickness and health; in sorrow and happiness; there is no escaping from it.

The man with "understanding" *knows* that reputation is a camouflage but that character is a reality.

He realizes that the man or woman

who is only "good" because he fears to be "bad" has a mighty low standard of morality; too low in fact to be of any real value to him in the growth and unfoldment of his soul.

## CHAPTER VII

WHAT then is the remedy for all of these fear conditions? How can man ever hope to become the conqueror of his fear consciousness?

The man Jesus said: "I came not to destroy the law but to fulfill it," and I say unto you that I am not here to destroy the law nor to destroy any of the old customs or order of things.

I am here to give to that part of mankind which is ready for it and which *wants it*, a clearer, bigger, deeper, practical and more powerful interpretation of the law.

Just as the development of the mental consciousness in man did not in any way

destroy the laws of the physical plane but instead gave to man *finer methods* with which to manipulate these physical laws, so does the Sears Philosophy give to man *still finer methods* with which to manipulate these same physical laws than does either the purely physical or mental consciousness.

In the past, science, philosophy and religion have devoted their best efforts always to *removing the effects of fear* or to the *changing of the objects*. This has *never cured the cause* and it never will cure it.

Doctors "cure" patients and healers produce "instantaneous healing" (I have had a number of such cases in my own work) but as a matter of fact such "cures" and "healing," whether by drugs or drugless methods, do *not* cure

the cause but only relieve the effects. The cause still remains and that is why the patient either gets sick again or suffers injury or loss and lack of some kind.

Man must create the consciousness of health, of strength, of courage, of harmony first before a *real cure* can ever be affected.

It is like becoming a great musician. Before one can ever become a great pianist he must first create a musical consciousness.

Few persons are ever willing to devote the time and energy necessary to become great along any line and that is why we have so few really great people in the world.

Not until one does create a musical consciousness can he ever expect to

render correctly a masterpiece of any of the great composers. The degree of his ability is dependent wholly upon his own application.

This is a Universal Law and holds true with everything man may wish to accomplish in a great way, the same as it applies to music.

How then can we create a consciousness of harmony which will be so great, so strong, and so powerful as to enable us to transcend or *rise above* all the effects of our old inharmonious causes of the past including the consciousness of fear?

We do this by using the same common-sense methods man uses in creating a consciousness of music.

Do we want to learn to play on the piano?

Then we begin to create a musical

consciousness in our brain cells and in the ends of our fingers by practicing the exercises prepared for such purpose.

As we progress in our work the "exercises" we practice are changed from time to time, but always do we have some pattern, some exercise, some piece of music before us which we are to practice in order to aid in the development of our musical consciousness in both brain cells and finger tips.

So in our development of a consciousness of harmony.

We take for the "exercise" or the "pattern" which is always to be before us, the affirmation of "All is good."

We say this thousands of times a day, at every opportunity possible.

We train our human mind to remember and begin to affirm just the moment it

is free, even for a second, from earning our daily bread.

We do this morning, noon and night.

We let it be the last thing we do before going to sleep and the first thing we do upon awaking in the morning.

We remember that "eternal vigilance is the price of liberty," not only in the material world but also in the thought world, and that in order to be free from the slavery and bondage of our old destructive and inharmonious thoughts of fear and kindred ones we must be as persistent in applying our lesson of "All is good" as we would be in practicing our musical exercise on the piano.

## CHAPTER VIII

MAN's first use of Energy along any line is always inharmonious and destructive in its effects and that is why he frequently finds it so difficult to unlearn some of his old thought habits and learn new ones. It is also why he so often quits when he only "tries" in the taking hold of something new to learn.

When we start to do anything with only the consciousness of "trying to do it" we are sure to fail in the majority of cases but when we start with the consciousness of keeping at it until we do succeed no matter how many times we fail in the attempt we are then sure to win out.

This effect is perfectly natural and in full accord with Universal Law for, until man has acquired the consciousness, the thought habit, of using Energy along any particular line the intelligence in the cells of his body are untrained to that especial work and naturally will not respond at once to his instruction.

Only such cells of the physical body as have been especially instructed along any particular line of work or endeavor will respond at once to any orders man may give.

The following personal experience will perhaps better illustrate just what I mean.

Years ago I taught myself to write on the typewriter with the index finger of each hand. It was a long, tedious and laborious job but the cells of both

these fingers and the atoms of my brain were worked with until they all had the "typewriter consciousness," and to-day I can write on my machine with these two index fingers as fast or faster than the average typist.

But let me attempt to use any of my other fingers and what results? Everything gets all mixed up and the type-written page looks more like a Chinese laundry ticket than anything else.

It is true that the other three fingers and thumb of each hand were right beside the index fingers all the time I was instructing the latter and heard everything I said just the same as did the two index fingers, but these other fingers and thumbs did not apply the lessons taught my index fingers, neither

did they do any practicing nor affirming and so they failed to develop the "type-writer consciousness."

People are just like my fingers. Some who read this book will be like my two index fingers were with the typewriter, that is, they will apply the lessons taught them and keep on applying and practicing until they succeed.

Others who read it will be like my other fingers and thumbs and fail to practice and apply these lessons and so will not learn them any more than my other fingers and thumbs learned to use the typewriter.

Many persons say that could repeating "All is good," or "I am health," or "I am wealth," or "I am success," "I am courage," bring them any of these things that they would have re-

ceived them long ago for they had said them often enough.

Such persons are usually like a young man who came to me once and said he had never been able to get anything out of my books.

In answer to my inquiry he said that his mother had sent him several of my books and told him to study them for ten minutes every night and that he had been doing this for several months past but could not see that it did him any good.

I asked him what he did with the remaining twenty-three hours and fifty minutes out of the twenty-four hours that he did *not* use in studying my books. Did he *apply* the lessons which my books taught in the living out of any part of it or did he continue to live in the same

old thought habits he had lived in before he obtained my books.

He was a very honest young man and admitted that he promptly forgot all about my books and their lessons after he had given them the ten minutes time each day as he had promised his mother to do.

After taking up and showing him how necessary it was to practice and apply these lessons just like he would any other lesson (that they did not work themselves automatically) he left and it was not long afterward when I heard from him saying that it was wonderful what he was accomplishing in the following of my instructions.

Just the simple saying of an affirmation will *not* produce the results affirmed unless one has already developed the con-

sciousness of health, of wealth, of success, of courage, any more than the simple saying of "I can play on the piano" will enable one to do so who has not yet developed the musical consciousness of the pianist.

But just as the continual practice on the piano will in time enable one to develop the musical consciousness necessary to enable him to play the masterpieces of the greatest composers so will the continued affirmation of "All is good," "I am wealth," "I am health," "I am success," "I am courage," in time develop the consciousness which will enable one to obtain these results.

How long a time it will take him to do this is dependent on each life.

## CHAPTER IX

THE bible says that there are “times and seasons” for everything.

We have had the “times and seasons” for physical development and mental unfoldment with the result that civilization as we know it to-day has reached its highest stage, but the world is growing weary of the physical strife and mental sand-bagging which has accompanied this growth and is now hungrily reaching out for something which will allow its soul consciousness to find greater expression and the “times and seasons” for the soul’s awakening is now here.

This development must be open to and common for all who wish it.

There must not and will not be any

privileged classes except as each soul may deny itself the right and privilege of this development.

The Sears Philosophy teaches a safe, sane, and common-sense application of the Universal Laws to all phases of life, and under such application the soul not only has freedom of expression but learns to make such expression harmonious and constructive.

The individual adjustment of each soul to the Universal Laws is a matter which each soul has to determine for itself for we realize that great truths will always be modified by each student's capacity to receive, understand, apply, and rightly value them.

In learning any kind of a lesson a teacher is always of assistance but is never an absolute necessity.

For instance, a student will learn music and develop a musical consciousness much more rapidly under the tutelage of a teacher who has already developed such a consciousness himself and also an ability to impart his knowledge to others than such student could by himself, but he can progress alone even without any teacher will he only apply himself to the work.

The same is true in the developing of a consciousness of harmony, health, wealth, success, or anything else.

With the aid of a teacher who has developed a consciousness of these things, the student will be able to progress more rapidly than by himself, but he too can progress even without a teacher will he only apply himself to the work as did the artist referred to in my book

on "How to Attract Success," page 121.

One affirmation of "All is good" (or any other affirmation for that matter) is like one match in a dark room. One match will give out a little light but the greater amount of darkness soon overwhelms the little light of one match. But when we turn on the light of a million matches and *keep it turned on* it will entirely displace the darkness and continue to do so as long as the light is turned on.

Turn off the light and the darkness will still be there. It has not been conquered, annihilated nor destroyed by the light during the time the light was turned on.

By using finer methods in manipulating the same physical laws which produced

the darkness, we are able to obtain the more rapid vibrations of ether called "light" and so *rise above* the effects of the darkness and remain above these effects as long as we continue to live in the consciousness of the light vibrations. But the moment we allow the vibrations to slow down then the darkness begins to reappear and the light to vanish.

Every Spring the sap in the tree rises from its deepest roots and goes out to the end of the topmost branch.

In doing this it does not destroy nor annihilate the Law of Gravitation, but by using the finer methods of the Law of Attraction it *rises above* the effects of the Law of Gravitation or Force.

This is what the light does for the darkness.

It is also what the affirmations "All is good," "I am wealth," "I am health," "I am success," "I am courage," and similar affirmations do for man when he persistently and continuously affirms them until he creates a consciousness of good, wealth, health, success, courage, harmony, within him.

One affirmation of "All is good," is like one match in the darkness. It gives a little harmony but very little for it is soon swallowed up by the greater in-harmony the same as is the light of the one match soon swallowed up by the greater darkness, but thousands of such affirmations said day after day, week after week, month after month, and year after year, with the same persistency and perseverance one would have in learning to play on the piano will enable the most

inharmonious person in the world to develop a consciousness of harmony which will turn a demon into a god, transmute the direst poverty into wealth, the most virulent disease into health, and the worst failure into success.

These results come or fail to come according to the earnestness of our application, for just as many persons "play" at learning music, so do many "play" at learning to create a consciousness of harmony and the conquering of fear, and the results are always in accord therewith.

In conclusion, let us learn that the first step to take in the mastering of a consciousness of fear and in the developing of a consciousness of courage is to *know* that both *fear* and *courage* are simply *manifestations* or expres-

sions of Energy and are *not* the Energy itself.

The second step is to *know* that Energy will produce either *fear* or *courage* equally as well.

The third step is to *know* that the only power which can determine whether Energy shall be used to produce *fear* or *courage* in *your* consciousness is *your own human mind*.

When man learns *not* to mistake the *manifestations* of Energy for the Energy itself he will then see that other great truth which goes with it and which is that *all Energy is good or God*.

That it has been the *manifestation* of Energy which man in the past has ignorantly called God and Devil or good and evil.

That when he realizes this wonderful

truth of "All is good or God," he will cease to live in the consciousness of only the *manifestation* of Energy but will learn to live in the consciousness of the Energy itself, and in this consciousness comes that sublime courage in which there is never any fear for it *knows* that in truth "All *is* good."

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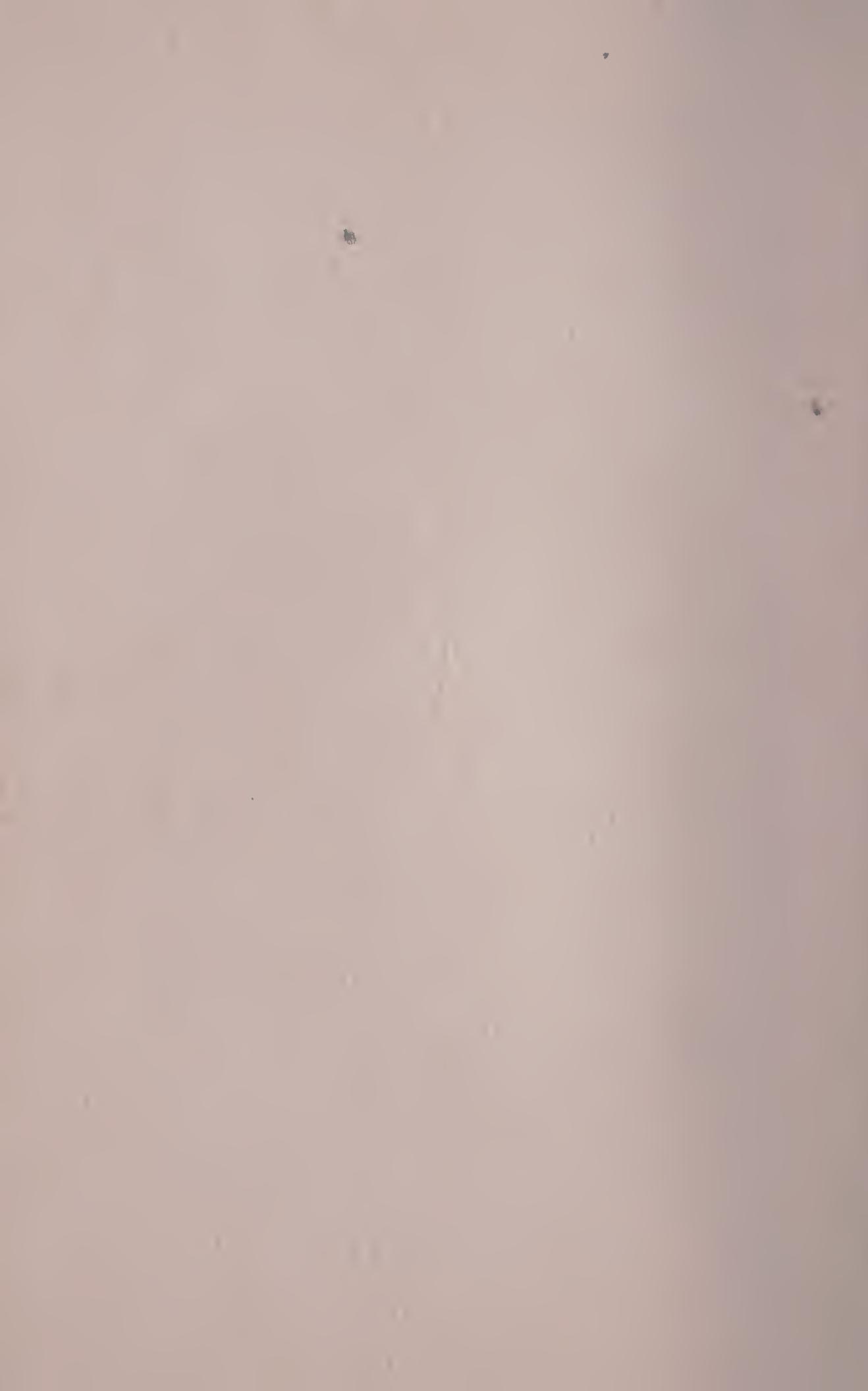
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